

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 COME-00 FAA-00 DOTE-00

XMB-02 TRSE-00 CIAE-00 INR-07 NSAE-00 /039 W

----- 101842

P 271455Z OCT 76

FM AMEMBASSY ROME

TO SECSTATE WASHDC PRIORITY 0814

INFO AMEMBASSY NEW DELHI PRIORITY

AMCONSUL BOMBAY PRIORITY

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY BRUSSELS

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DEPARTMENT PASS COMMERCE FOR COHEN, HALE, MYERS

FAA FOR CARY AND CARMICHAEL

EXIMBANK

BRUSSELS PASS FAA

FROM RCAA DWOR

E.O. 11652: N/A

TAGS: EAIR, IN, BEXP, ETRD

SUBJECT: AIR-INDIA FLEET EXPANSION, INDIAN AIRLINES  
FLEET EXPANSION

REF: (A) ROME 16914, (B) NEW DELHI 11022, (C) NEW DELHI 14310

1. BOEING-SEATTLE ADVISES THAT SALES OFFICIALS MIKE FITZ-  
GERALD AND DICK CAMPBELL ARE PRESENTLY IN INDIA PURSUING  
AIRCRAFT SALES MATTERS WITH INDIAN AIRLINES AND AIR-INDIA.  
BOEING HOPEFUL INDIAN AIRLINES RECOMMENDATION TO GOI FAVORING  
ACQUISITION FIVE ADVANCED 737-2A8 TWINJETS WILL BE FORTHCOMING  
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BY END OF THIS MONTH, BUT WITH SOME CONTINUING CONCERN COM-

PETITIVE THREAT FOKKER-VFW F-28-4000 AND BAC 111-475 DUE  
CONCESSIONAL FINANCING BEING OFFERED BY DUTCH AND BRITISH.

2. FORMAL GOI APPROVAL AIR-INDIA'S SIXTH BOEING 747-237B FOR  
DELIVERY DEC 1977 (REFTEL A, PARA 1) EXPECTED BY NOV 15, TO  
BE IMMEDIATELY FOLLOWED BY SIGNING DEFINITIVE SALES CONTRACT.  
ADDITIONALLY, BOEING ANTICIPATES AIR-INDIA MAY ACCEPT LETTER  
PROPOSAL NOV 15 COVERING SEVENTH 747-237B, VALUED AT \$45  
MILLION, INCLUDING SPARES, FOR DELIVERY 1978.

3. AIR-INDIA'S PRESSING REQUIREMENT FOR ADDITIONAL WIDE-  
BODIES AIRCRAFT HIGHLIGHTED BY FOLLOWING TRAFFIC STATISTICS  
COVERING INDIAN AIR CARRIER'S BOMBAY/NEW DELHI-EUROPE-LON-  
DON-NEW YORK BOEING 747 ROUTE:

FIRST SIX MONTHS

|                            | 1976<br>(000) | 1975<br>(0000) | PERCENT<br>INCREASE |
|----------------------------|---------------|----------------|---------------------|
| PASSENGER-KILOMETERS FLOWN | 1,095,260     | 942,487        | PLUS16.2            |
| SEAT-KILOMETERS FLOWN      | 1,716,035     | 1,669,389      | PLUS 3.8            |
| LOAD FACTOR                | 63.8PERCENT   | 56.5PERCENT    | PLUS7.3             |
| VOLPE                      |               |                |                     |

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## Message Attributes

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**Disposition Date:** 28 MAY 2004  
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**Status:** NATIVE  
**Subject:** AIR-INDIA FLEET EXPANSION, INDIAN AIRLINES FLEET EXPANSION  
**TAGS:** EAIR, BEXP, ETRD, IN, US, AIR INDIA, INDIAN AIRLINES, (FITZGERALD, MIKE), (CAMPBELL, DICK)  
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